

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY BONN

AMEMBASSY BRASILIA

AMEMBASSY BRUSSELS

AMEMBASSY OTTAWA

AMEMBASSY MADRID

AMEMBASSY PARIS

AMEMBASSY LONDON

AMEMBASSY ROME

AMEMBASSY TOKYO

INFO AMEMBASSY CARACAS

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E.O. 11652: NA

TAGS: BENC, VE

SUBJECT: MAJOR PROJECTS: VENEZUELA RAILROAD

1. ON JUNE 27, THE VENEZUELAN RAILROAD ADMINISTRATION
PUBLISHED LIST OF 10 CONSORTIA PREQUALIFIED FOR BIDDING ON
DESIGN, CONSTRUCTION, OPERATION OF NEW RAILROAD. THIS
TURNKEY PROJECT, WITH COSTS ESTIMATED IN EXCESS OF ONE
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BILLION DOLLARS, IS ONE OF WORLD'S LARGEST AND MOST

VISIBLE NEW TRANSPORTATION UNDERTAKINGS. ONE CONSORTIUM, HEADED BY LEADING DESIGN CONSTRUCTORS PULLMAN INC., RALPH M. PARSONS, AND MORRISON-KNUDSEN INT'L., IS ONLY U.S. ENTRANT. AMEMBASSY CARACAS REPORTS COMPETITORS ARE:

- CONSORCIO ALEMAN FERROVIARIO - WEST GERMANY
- CONSORCIO INTERVALE - BRAZIL
- CONSORCIO BELGA - BELGIUM
- CONSORCIO CANAVEN - CANADA
- CONSORCIO ESPANOL-VENEZOLANO - SPAIN
- CONSORCIO FRANCO VENEZOLANO DE FERROCARRILES - FRANCE
- CONSORCIO ANGLO-VENEZUELAN RAILWAY CO. LTD. (AVRAIL) -
BRITAIN
- CONSORCIO JAPONES-VENEZOLANO - JAPAN
- CONSORCIO CIFEV - ITALY

2. SINCE OPERATION OF RAILROAD FOR TWO YEARS AFTER COMPLETION CIVIL WORKS IS REQUIRED, AND SINCE MOST THIRD COUNTRY COMPETITORS HAVE NATIONAL RAILROADS, DIRECT PARTICIPATION BY THEIR GOVERNMENTS IS EXPECTED.

3. U.S. CONSORTIUM HAS REQUESTED USG SUPPORT OF ITS BIDDING EFFORT WHICH, IT ESTIMATES WILL INVOLVE PROPOSAL COSTS SEVERAL MILLIONS OF DOLLARS. IN ORDER TO DEVELOP MORE ACCURATE PICTURE OF SITUATION, WE WOULD APPRECIATE OBTAINING INFORMATION ON THIRD COUNTRY COMPETITORS. USEFUL DATA INCLUDES: (A) IDENTITY PRIVATE COMPANIES AND GOVERNMENT AGENCIES COMPOSING EACH NATIONAL CONSORTIUM; (B) INFORMATION ON FINANCIAL SUPPORT, INCLUDING CONCESSIONARY FINANCING THAT OTHER GOVERNMENTS MAY PROVIDE TO SUPPORT THEIR CONSORTIA; (C) INFORMATION ON OTHER TYPES OF GOVERNMENTAL ASSISTANCE (COST OVERRUN INSURANCE, TECHNICAL ASSISTANCE, ETC.) THAT MAY BE OFFERED BY COMPETING CONSORTIA. KISSINGER

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